



Farm Freshness Delivered



Silogy is commercialising a technology to convert silk to hydrated silk in an aqueous medium that can provide a biocompatible, flexible and transparent material for applications in various industries. The target beachhead market is fruit preservative coatings.

Problem

In developing countries like India, 40 Million Metric Tonnes of fruits are wasted along the supply chain worth \$USD 13 billion due to lack of cold chain infrastructure and cold storage facilities.



Market

Total Available Market: USD 570 Million

Indian Fruit and Vegetable Exports

1105278 MT

Serviceable Market: USD 223.89 Million

Fruit Exports

320900 MT

Target Market: USD 59.28 Million

Indian Mango Exports

49180 Metric Tonnes

Business Model

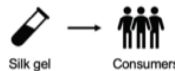
Partnerships/Sales to Exporters and Distributors



Price: \$500/kg gel
Unit Margin: 70%

B2B B2C

Direct to Customers



Price: \$5.99/tube
Unit Margin: 52%

Solution



A novel silk-based bio-material fruit coating in gel form

- Keep freshness of fruits without being refrigerated,

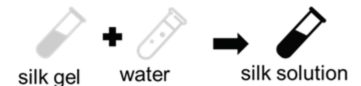
- extend **2 – 3 x** shelf life

- 100% biocompatible**, washable, digestible ...

- Antibacterial** and antifungal

- Low oxygen permeability

- Easy to use**



dip-coating



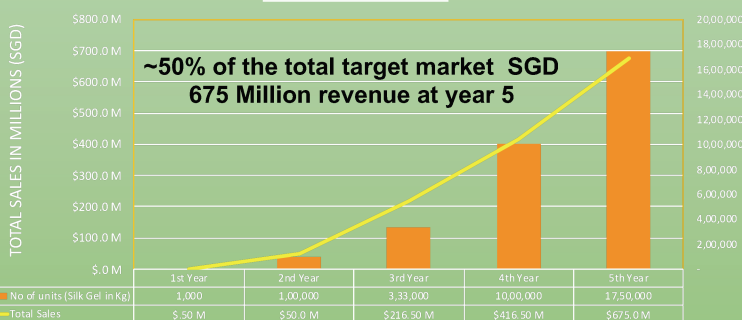
spray-coating

Competitive Landscape

Company	Cost Efficiency	Multi-Phasic	Washable	Anti-microbial	Digestible	Long Life Span	B2C Market Presence
Silogy	✓	✓	✓	✓	✓	✓✓	✓
Cambridge Crops	✓	✗	✓	✓	✓	✓	✗
APEL SCIENCES	✗	✓	✗	✓	✗	✓✓	✗
DJB	✗	✗	✗	✗	✗	✓✓	✗
Other Wax-Based Coating Companies	✗	✗	✗	✗	✗	✓✓	✗

Financial Analysis

PROJECTED SALES



Funding and Valuation

Net Funding Req = \$12 Million

Profit = \$ 1 Billion in 5 Years time

Use of funds:

- Initial product testing & development
- Product Launch in the Indian Market

Exit strategy:

Potential acquisition by the major 'Food Origination, Packaging and Distribution'



30% Equity on offer at Seed Stage.

Seed Funding: USD 500,000

Series A: USD 5.5 Million

Series B: USD 5.5 Million

Valuation (at 1.25X):
USD 610 Million
SGD 845 Million